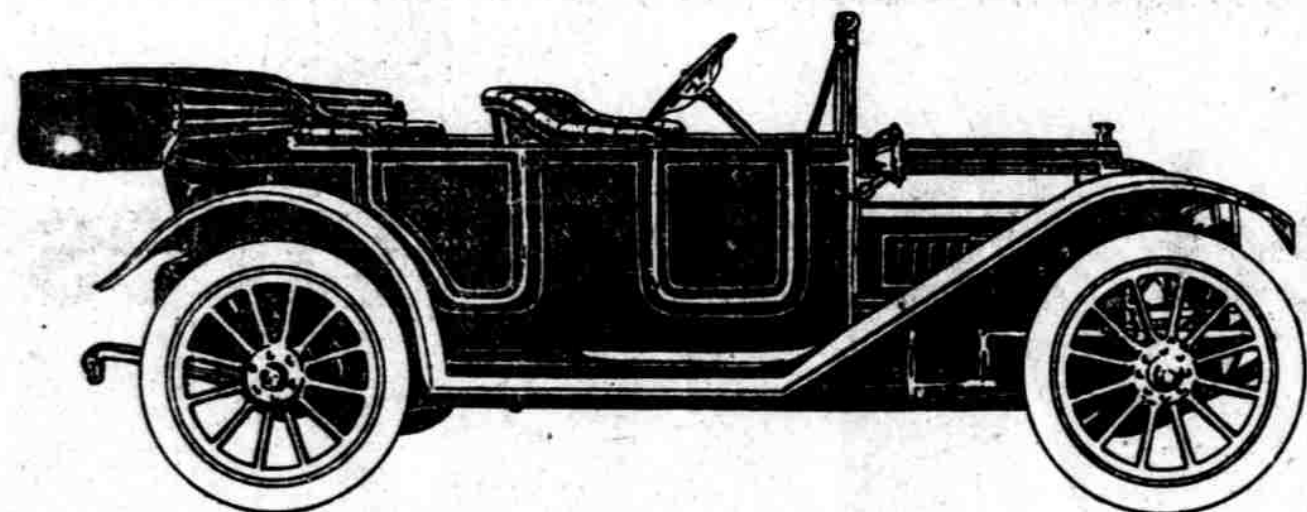


LOEFFLER SERVICE A RELIABLE SERVICE BACK OF RELIABLE CARS

We know automobiles and the automobile business. If we were offered today our choice from all the cars and trucks in motordom we would choose to handle exactly the same cars we now handle, for **there are none better at their respective prices**, and for their several uses. Strong statement? Yes—and we will prove it beyond dispute if you will give us the opportunity. These cars are tried and true. They are all "known quantities." No "X, Y, Z's" amongst them. And back of them is an expert service department, which consists of more than a monkey wrench and an oil can—a service department of expert men, equipment plus, and no shirking nor dodging—a service department for which no task is too great, no request too small, to receive prompt, careful attention. We would like to meet YOU and tell you more at the Show.



Model T, \$1,050—Fully Underslung Frame—Fully Equipped—Nickel Plated Trimmings—Electric Lights.

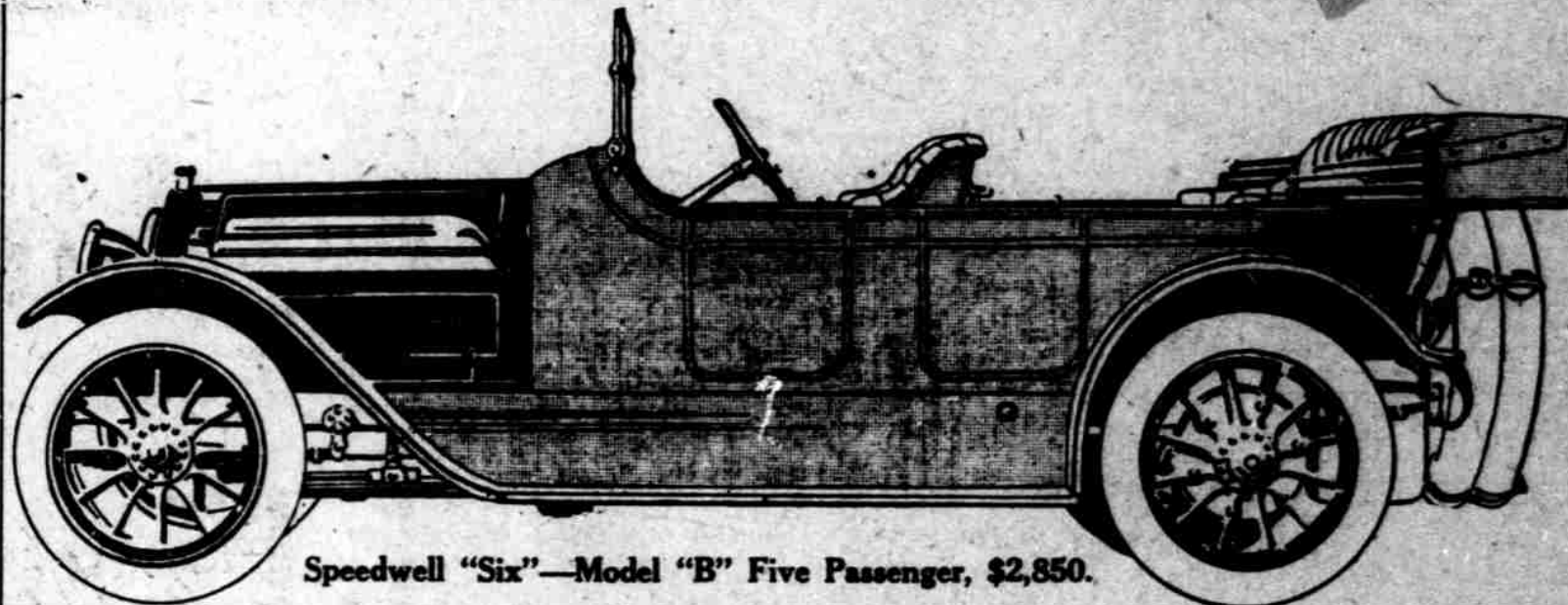
THE REGAL— The Car That Made Detroit Famous

From out of that wonderful city of mechanics there never came an automobile, selling so near the \$1,000 mark, that embodied such perfection in design, such superior construction and such perfect finish. Truly Regal—fit for royalty—it marks an epoch in this auto age. It has demonstrated through the most exacting tests its superiority as to high quality at moderate price over every car in competition with it—if, in truth, it can be said to have ANY competitors. The Regal Motor Car Company were the originators of the moderate-priced underslung and are still the largest manufacturers of this type in the world. You will see other cars at the Show, and elsewhere, selling at about the same price—and we WANT you to see them—but just give us a fair chance to make comparisons and if we can't show you that the Regal completely outclasses them—one and all—then you go and buy one of the others.

The Regal has selective sliding gear transmission, three speeds forward and reverse. Morgan & Wright Tires, 32x3 1/2 inches. The equipment includes nickel-plated trimmings, demountable rims (one extra-rim with each car), electric lights, and storage battery, with option of gas headlights, with Prest-O-Lite tank; foot accelerator, tools, and the repair kit.

And back of all this is the ever-ready, the ever-efficient Loeffler Service.

An attractive sub-agency proposition is open for territories in Maryland and Virginia.



Speedwell "Six"—Model "B" Five Passenger, \$2,850.

THE SPEEDWELL— "A Thing of Beauty and a Joy Forever"—Almost

Well may we say this, for here is a car of such well balanced construction that it truly may be called a modern "one-hoss shay" minus the "hoss." Every part is so perfectly constructed and adjusted to its particular use that when the car DOES wear out, it's the most likely car in the world to wear out all over. It bids defiance to time and rough usage, and ever is a model to please the eye, and satisfy the most exacting, for it embodies the utmost in design, construction, and equipment.

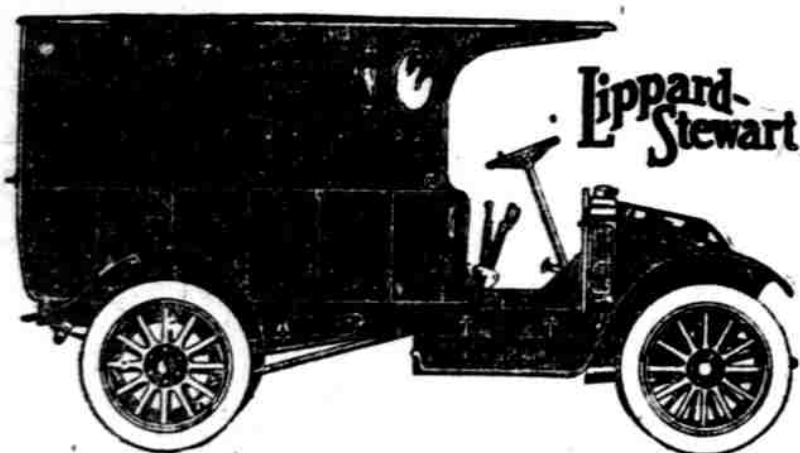
Straight line, new design, belted body; concealed hinges, deep Turkish type upholstery with auxiliary seats; electric lighting and electric starter with switches at drivers' right hand; left-hand drive; center control; 135-inch wheel base; long-stroke, 6-cylinder motor; 3-point suspension; Bosch magneto, dual system, independent of starting and lighting system; Timken axles of heaviest pleasure car type, and a multitude of other up-to-the-minute features that are usually found only in cars costing at least a thousand dollars more.

Don't Be an Antique—Don't Be an Object of Scorn for the Society for Prevention of Cruelty to Animals

The horse car is a faint memory. The horse-driven truck is rapidly moving toward the junk pile. Modern business requires modern METHODS—and modern methods GET the business and KEEP it. Just as the motor truck will pass your beautiful team of dappled greys on the road and "beat you to it," so the BUSINESS back of that truck will pass yours "if you don't watch out." HIGHER EFFICIENCY AT LESS COST are the two cardinal points back of the trucks we offer. We can supply a model for every need. Tell us yours. Let us advise you. You will place yourself under no obligations whatever.

Compare This Delivery Car With Any
Delivery Car Selling at Its

Price—\$1,800—Complete



The Lippard-Stewart Model "P"
1500-lb. Delivery Car. 30-Horsepower

The Automobile Show brings many cars before you. Right now is your chance to study various makes and to learn why the Lippard-Stewart Delivery cars are superior in point of design, mechanical features, and ease of operation to all other cars selling at its price.

Examine the Construction of the Lippard-Stewart

Go over all the details of workmanship and engineering, and you'll discover why the Lippard-Stewart is a serviceable and a dependable car.

Our representative will be glad to explain its mechanical features; show you that it is strong yet simple in construction; show you how it is possible to make this car pay for itself in the increased business it makes possible and in the money that it will save for you by reducing delivery expenses.

You cannot afford to purchase a delivery car without first examining thoroughly the features of the Lippard-Stewart.

An attractive sub-agency proposition is open for territories in Maryland and Virginia.

Have You Seen the New Car?

We Have Just Secured the Agency for the

COMMERCE Motor Delivery Wagons

5 Models—from \$750 to \$875—1,000 pounds capacity

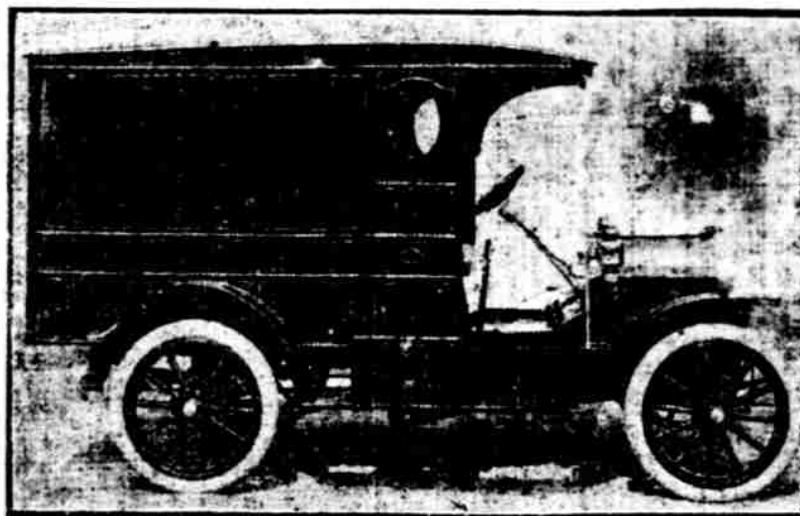
The simplicity of its construction and method of operation, its handsome body design, the low cost of upkeep, and its attractive price combine to make this car a leader in its class.

It has gearless friction transmission, giving unlimited number of speeds. One lever control. Simplest and most efficient transmission known.

Your delivery boy can easily operate a Commerce Car, so simple and safe is its construction. Power is always applied gently, and no matter how careless the operator may be he cannot start the car with a jerk. Consider what this means in the case of a truck loaded with fragile glassware or china.

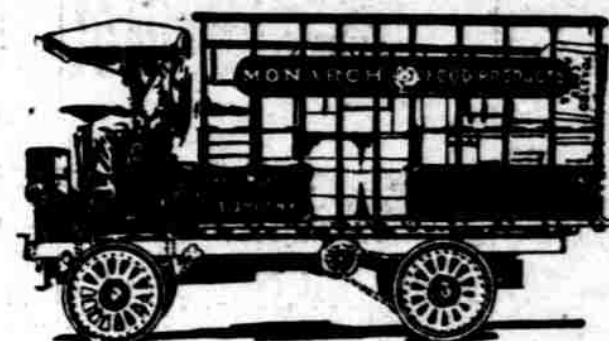
See this car at the show. Let our representative demonstrate the superiority of this car over others built for SIMILAR use.

An attractive sub-agency proposition is open for territories in Maryland and Virginia.



Our New 1913 Model "C."

Here's the Best Motor Truck Buy at the Show



The Speedwell Truck

Because it is the DEPENDABLE CAR at the RIGHT PRICE—the car that will deliver your goods no matter how rough the road, how bad the snow and sleet, nor how steep the grade. It's easy and economical to run, simple in construction, and inexpensive to maintain.

The Speedwell Truck Is Built to Carry Heavy Loads

It will solve your haulage problems just as it has solved those of hundreds of progressive firms.

Let us explain how the Speedwell Truck can handle your deliveries better, quicker, and at a lower cost. We will not merely tell you that the Speedwell Truck can do so—we will bring you figures guaranteed by Washington evidence. Every Speedwell Truck is backed by a service department that keeps it always at its work in perfect condition. Our Service Department is to Speedwell Truck Owners what the blacksmith is to owners of horsedrawn vehicles.

See this car at the show. To see it means to investigate its merits. And to investigate its merits means to purchase—if you have a delivery system.

THE A. LOEFFLER CO., 3830 Georgia Ave. N. W., Phone Col. 586